

Message Text

UNCLASSIFIED

PAGE 01 MANAGU 01519 01 OF 02 201624Z

40

ACTION ARA-02

INFO OCT-01 ISO-00 EB-02 /005 W
----- 002426

R 201520Z APR 74

FM AMEMBASSY MANAGUA

TO USDOC WASHDC

INFO AMEMBASSY GUATEMALA

AMEMBASSY TEGUCIGALPA

AMEMBASSY SAN JOSE

AMEMBASSY PANAMA

AMEMBASSY MEXICO

AMEMBASSY SAN SALVADOR

SECSTATE WASHDC 3940

UNCLAS SECTION 1 OF 2 MANAGUA 1519

MEXICO FOR US TRADE CENTER

EO 11652 N/A

TAGS: BEXP NU

SUBJECT: MARKET PROFILE - TELECOMMUNICATIONS

EQUIPMENT - NICARAGUA

REF: USDOC 15199

1. A NUMBER OF PROJECTS BEING PROGRAMMED BY THE GON'S TELCOMMUNICATIONS

AND DEFENSE AGENCIES, AS WELL AS PRIVATE DEMAND, AS PERCEIVED BY LOCAL DISTRIBUTORS, SUGGEST EXCELLENT PROSPECTS FOR THE SALE OF COMMUNICATION AND ALLIED EQUIPMENT IN NICARAGUA. THE NATIONAL TELECOMMUNICATION AGENCY, TELCOR, HAS BUDGETED US\$5.4 MILLION FOR 1974 TO IMPROVE EXISTING SERVICE AND FACILITIES AND EXTEND ITS COVERAGE THROUGHOUT THE COUNTRY. ITS PROJECTS INCLUDE: (A) COMMUNICATION COVERAGE BY MICROWAVE OF NORTH-CENTRAL AND EASTERN NICARAGUA, CONSISTING IN INSTALLATION OF 311 COMMUNICATION CHANNELS. A TOTAL OF US\$300,000 HAS BEEN BUDGETED FOR THIS PROJECT FOR 1974, FROM A US\$3.2 MILLION TOTAL FUNDED BY THE CENTRAL AMERICAN BANK FOR ECONOMIC INTEGRATION (CABEI). (B) COMPLETION OF NICARAGUA'S SEGMENT OF CENTRAL AMERICA'S MICROWAVE NETWORK, INCLUDING

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 MANAGU 01519 01 OF 02 201624Z

AUGMENTATION AND INTERFACING OF SYSTEMS. MOST OF THIS US\$3.3 MILLION

CABEI-FUNDED PROJECT HAS BEEN COMPLETED. A TOTAL OF US\$342,000 HAS BEEN BUDGETED FOR 1974. (C) IMPLEMENTATION OF CENTRAL AMERICA'S MICROWAVE NETWORK INCLUDING PURCHASE OF EQUIPMENT, TO BE COMPLETED BY 1975. A TOTAL OF US\$243,000 HAS BEEN BUDGETED FOR THIS PROJECT FOR 1974, OUT OF US\$1.0 MILLION TOTAL FUNDED BY CABEI. (D) THE INSTALLATION

OF 723 KILOMETERS OF TELEPHONE AND TELEGRAPH CIRCUITS AND LINE EQUIPMENT THROUGHOUT THE COUNTRY, AT A COST OF US\$186,000. IT WILL BE HARD TO COMPETE WITH SIEMENS (GERMANY) ON THIS PROJECT. (E) EXPANSION OF RADIO MOBILE TELEPHONE AND POCKET-PAGING SYSTEM, CONTROLLED BY TELCOR, A COST OF US\$143,000. (F) OTHER TELECOMMUNICATIONS PROJECTS INCLUDING

PURCHASE OF EQUIPMENT, AT A COST OF US\$100,000. (G) REPAIR OF EXISTING

BUILDINGS AND PURCHASE OF SOME TELETYPE AND TELPHONE EQUIPMENT. A TOTAL OF US\$1.3 MILLION HAS BEEN BUDGETED FOR 1974, MOSTLY FOR REPAIR WORK,

OUT OF A US\$1.7 MILLION TOTAL FUNDED BY INTERAMERICAN DEVELOPMENT BANK.

(H) VARIOUS OTHER PURCHASES OF TELEPHONE SWITCHING SYSTEMS, TOTALLING US\$2.5 MILLION, FINANCED THROUGH THE GERMAN GOVERNMENT. EMBASSY UNDERSTANDS BID DOCUMENTS FOR MICROWAVE SYSTEMS PLANNED ARE BEING PREPARED BY TELECONSULT INC., OF WASHINGTON, D.C. NICARAGUA'S EARTH-SATELLITE STATION, NICATELSAT, PARTLY OWNED BY TELCOR, IS PLANNING A US\$70,000 PURCHASE OF EQUIPMENT TO INCREASE NUMBER OF CHANNELS. THE STATION IS EQUIPPED WITH JAPANESE EQUIPMENT, AND IS EXPECTED THAT THE NEW EQUIPMENT WILL ALSO BE JAPANESE.

2. NICARAGUA'S MINISTRY OF DEFENSE HAS PLANS FOR TWO EXPANSION AND MODERNIZATION PROJECTS: A US\$300,000 INVESTMENT FOR THE ACQUISITION OF MODERN AIRPORT COMMUNICATION AND INSTRUMENT LANDING SYSTEMS FOR NICARAGUA'S ONLY INTERNATIONAL AIRPORT, AND A US\$200,000 PROJECT TO PROVIDE ALL AIRPORTS IN THE COUNTRY WITH ADEQUATE COMMUNICATION EQUIPMENT. BIDS ON THESE PROJECTS ARE EXPECTED WHEN FINANCING IS AVAILABLE. THE MINISTRY OF DEFENSE ALSO SUPERVISES ALL PURCHASES OF RADIO COMMUNICATION EQUIPMENT FOR THE ARMED FORCES. OTHER POTENTIAL BUYERS IN THE PUBLIC SECTOR INCLUDE THE MINISTRY OF EDUCATION, WHICH HAS BEEN CONSIDERING INSTALLING AN EDUCATIONAL TV STATION. (TIMING UNCLASSIFIED

UNCLASSIFIED

PAGE 03 MANAGU 01519 01 OF 02 201624Z

UNCERTAIN); THE GON'S OWN RADIO BROADCASTING STATION, WHICH RECENTLY PURCHASED US\$528,000 FROM RCA; AND THE DIRECTOR GENERAL OF POLICE WHO SUPERVISES ALL PURCHASES OF POLICE COMMUNICATION EQUIPMENT.

3. IN THE PRIVATE SECTOR, THE PROSPECTS FOR SALES ARE ALSO PROMISING, EXCEPT PERHAPS IN MICROWAVE AND RADIO AND TV BROADCASTING EQUIPMENT. ALL DISTRIBUTORS CONTACTED AGREE THAT THE MARKET FOR ALL OTHER COMMUNICATION EQUIPMENT IS EXCELLENT AT THIS TIME, BUT THAT ONLY

INTERNATIONALLY KNOWN PRODUCTS CAN COMPETE IN THIS VERY AGGRESSIVE MARKET. THEY ALSO AGREE THAT SIEMENS' PREVIOUS STRONGHOLD ON THE NICARAGUAN COMMUNICATION MARKET HAS BEEN CONSIDERABLY WEAKENED BY THE COMPETITION WHICH IS OFFERING BETTER PRICE STRUCTURE, FASTER DELIVERY SCHEDULE AND EASIER ACCESSIBILITY. COMPETITION IS PROVIDED BY

SUPERIOR CONTINENTAL, FARINON, ITT, MOTOROLA AND HALLICRAFTERS, FROM THE UNITED STATES; ERICSSON FROM SWEDEN; NORTHERN ELECTRIC FROM CANADA;

NIPPON ELECTRIC FROM JAPAN; AND OTHERS. NO FUTURE SALES ARE EXPECTED IN

THE RADIO AND TV BROADCASTING EQUIPMENT LINE, EXCEPT FOR NORMAL REPLACEMENT PARTS AND SOME REPEATING STATIONS. THERE ARE APPROXIMATELY

SIXTY-TWO RADIO STATIONS AND TWO ACTIVE TV BROADCASTING STATIONS IN NICARAGUA AT THE PRESENT TIME. THE TV STATIONS BEGAN COLOR TRANSMISSION

FEW WEEKS AGO. MR. RENE TERAN OF ROBERTO TERAN G.S.A., ALREADY HANDLING ERICSSON PRODUCTS, IS INTERESTED IN PABX CENTRALS FROM THE U.S.

CESAR RIGUERO OF IMPORTACIONES RIGUERO S.A. IS INTERESTED IN COMMERCIAL

TELETYPES. OTHER LOCAL DISTRIBUTORS CONTACTED HAVE ALSO EXPRESSED INTEREST IN ADDING NEW COMMUNICATIONS EQUIPMENT LINES TO COMPLEMENT THOSE THEY ALREADY HANDLE. EMBASSY WILL SUBMIT APPROPRIATE TRADE OPPORTUNITIES.

4. EXHIBITORS MAY WISH TO CONTACT GON OFFICIALS RESPONSIBLE FOR PROJECTS AND/OR LOCAL DISTRIBUTORS AT ADDRESSES LISTED BELOW:

COL FLORENCIO MENDOZA
DIRECTOR GENERAL DE TECECOMUNICACIONES (TELCOR)
UNCLASSIFIED

UNCLASSIFIED

PAGE 04 MANAGU 01519 01 OF 02 201624Z

PALACIO DE COMUNICACIONES
MANAGUA, NICARAGUA

UNCLASSIFIED

NNN

UNCLASSIFIED

PAGE 01 MANAGU 01519 02 OF 02 201628Z

40

ACTION ARA-02

INFO OCT-01 ISO-00 EB-02 /005 W
----- 002458

R 201520Z APR 74

FM AMEMBASSY MANAGUA

TO USDOC WASHDC

INFO AMEMBASSY GUATEMALA

AMEMBASSY TEGUCIGALPA

AMEMBASSY SAN JOSE

AMEMBASSY PANAMA

AMEMBASSY MEXICO

AMEMBASSY SAN SALVADOR

SECSTATE WASHDC 3941

UNCLAS SECTION 2 OF 2 MANAGUA 1519

COL HEBERTO SANCHEZ

MINISTRO DE DEFENSA (MINISTRY OF DEFENSE)

MANAGUA, NICARAGUA

ING. ANTONIO MORA R

MINISTRO DE EDUCACION PUBLICA (MINISTRY OF EDUCATION)

MANAGUA, NICARAGUA

COL AGUSTIN BODAN

DIRECTOR GENERAL DE POLICIA (POLICE DIRECTOR)

MANAGUA NICARAGUA

SR SIDAR CISNEROS, DIRECTOR

RADIODIFUSORA NACIONAL (GON'S RADIO STATION)

MANAGUA, NICARAGUA

NICARAGUAN DISTRIBUTORS OF COMMUNICATION EQUIPMENT:

SR. DONALD NUNEZ CHAVARRIA, MGR

COMERCIAL F.A. MENDIETA

PASEO TISCAPA COSTADO ORIENTAL

APARTADO POSTAL NO 1956

MANAGUA, NICARAGUA. TEL: 26651/2

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 MANAGU 01519 02 OF 02 201628Z

(DISTRIBUTOR OF RCA)

SR. JUERGEN SENGELMANN, MGR.

COMPANIA AUTOMOTRIZ & EQUIPOS INDUSTRIALES

DEL REFORMATARIO DE MENORES, 2C ABAJO Y 1 C AL LAGO

APARTADO POSTAL NO 323

MANAGUA, NICARAGUA TEL: 25912/3

(DISTRIBUTOR OF PHILIPS (THE NETHERLANDS)

SR. CARLOS MENICCUCI, MGR
CASA MENICCUCI
KM 7-1/W CARRETERA NORTE,
PARQUE INDUSTRIAL CNI,
APARTADO POSTAL NO 788
MANAGUA, NICARAGUA TEL:3218
(DISTRIBUTOR OF FARION, WORLD-WIDE WILCOX
HALLICRAFTER, CONTINENTAL TRADING)

LIC. LEONEL ROMAN R., MGR.
IMPORTACIONES RIGUERO, S.A.
DEL HOSPITAL MILITAR 1C, HACIA EL RETIRO,
APARTADO POSTAL NO 3050
MANAGUA, NICARAGUA. TEL: 24914
(DISTRIBUTOR OF NORTHERN ELECTRIC OF CANADA, TMC
OF CANADA, POSITRON, CANADA)

SR. MANUEL RIGUERO, MGR
CASA RIGUERO, S.A.
FRENTE ESTATUA LUIS SOMOZA,
APARTADO POSTAL NO 689
MANAGUA, NICARAGUA. TEL: 26580
(DISTRIBUTOR OF HARRIS INTERTYPE CORPORATION, GATES DIV.
& COMMUNICATIONS DIV).

SR. REYNALDO RODRIGUEZ, MGR
INDUSTRIAS ELECTRONICAS S.A.
DE LA BMW, 1C. AL LAGO
APARTADO POSTAL NO 4656
MANAGUA, NICARAGUA. TEL: 60074
(DISTRIBUTOR OF MOTOROLA, SIMPSON RADIO COMMUNICATIONS)

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 MANAGU 01519 02 OF 02 201628Z

LIC. RENE TERAN, MGR
ROBERTO TERAN G
DE LOS BOMBEROS, 200 VRS. HACIA MONTOYA.
APARTADO POSTAL NO. 689.
MANAGUA, NICARAGUA. TEL: 23454 & 23412
(DISTRIBUTOR OF GE EXECUTRON, COMMUNICATIONS ASSOCIATES, INC.
ERICSSON OF SWEDEN)
SHELTON

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 20 APR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974MANAGU01519
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740093-0152
From: MANAGUA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740427/aaaaaxlu.tel
Line Count: 271
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 5
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: USDOC 15199
Review Action: RELEASED, APPROVED
Review Authority: shawdg
Review Comment: n/a
Review Content Flags:
Review Date: 04 SEP 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <04 SEP 2002 by BryanSD>; APPROVED <26 DEC 2002 by shawdg>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MARKET PROFILE - TELECOMMUNICATIONS EQUIPMENT - NICARAGUA
TAGS: BEXP, NU
To: COM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005